Concordia University Students' Association inc
Association des Etudiants et Etudiantes de l'Université Concordia inc

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CONCORDIA UNIVERSITY STUDENTS' ASSOCIATION

ONE HUNDRED AND FORTY-FIFTH MEETING OF THE BOARD OF DIRECTORS HELD ON FRIDAY, AUGUST 20, 1993 AT 5:30 P.M. IN H-769, SIR GEORGE WILLIAMS CAMPUS

Documents Considered:
BD-D1: Vendtech Amusement Canada Ltd. Proposal

1.0 CALL TO ORDER

MOTION TO NOMINATE MICHELLE SOSO AS CHAIRPERSON FOR THIS MEETING

Moved by: G. Grenier
Seconded by: K. Jensen

VOTE ON MOTION TO NOMINATE MICHELLE SOSO AS CHAIRPERSON FOR THIS MEETING **UNANIMOUS**

Interim Chairperson Michelle Soso, called this meeting to order at 6:40 p.m.

ROLL CALL

PRESENT

CO-PRESIDENTS
Philip Dalton
Lana Grimes

COMMERCE
Kristina Bolh
Emmanuel Kamukama
Paul O'Connor

ARTS AND SCIENCE
Pascale Batchoun
Helen Ora Cohen
Genevieve Grenier
Ken McMurray
Laurie Nicholson

FINE ARTS
Kimberly Jensen

ABSENT

Arts and Science:	Nada Al-Yazdi (w/r), Maha Asfour (w/r), Ken Blackburn (w/r), Alastair Deri-Power, Alamgir Khan, Shafik Mina (w/r), Tony Nicolas (w/r), Stacy Schacter (w/r), Christine Vieira (w/r)
Commerce and Administration:	Marc Fares (w/r), Bobby Lunny (w/r), Kassan Rahhal (w/r)
Engineering:	Mohammed Raza Jivraj, Len Podgurny, Walid Sebali

2.0 APPROVAL OF THE AGENDA

BE IT RESOLVED THAT the Agenda of the 145th Meeting be approved.

Moved by: L. Grimes
Seconded by: G. Grenier

VOTE ON MOTION **UNANIMOUS**

3.0 APPROVAL OF MINUTES

BE IT RESOLVED THAT the minutes of the 144th meeting be approved.

MOTION TO TABLE THE MINUTES UNTIL THE NEXT MEETING

Moved by: L. Grimes
Seconded by: P. Dalton

VOTE ON MOTION TO TABLE THE MINUTES **UNANIMOUS**

5.0 ALOUETTE

L. Grimes asked Charlie if there is a potential for a clause where there is a minimum percentage stipulated in the contract that guarantees the association. L. Grimes explained that the reason behind this is due to the possibility that the association may decide to go forth with a new company which is proposing elaborate plans, aspirations and revenue. She added that a part of her w ants to maintain the status that the association presently has with Alouette before entering into an agreement with another company.

Charlie stated that Alouette's figures for last year stand at $92, 000 for its CUSAcorp operations which is a loss due to the association's financial state. He added that the year prior to last year, Alouette brought in $160, 000 with its CUSAcorp operations.
P. Dalton asked Charlie if Alouette ever guarantees any of its 640 clients a minimum percentage. Charlie replied that this situation is never forthcoming and added that by working together consistently with ideas flowing on both

sides, there is no way that a mutual consensus cannot be forthcoming.

E. Kamukama asked to know if there is any way that the machines can be rotated to provide variety and providing as well class A machines. Charlie replied that this could be arranged but that not all of the machines can be of Class A type.

L. Grimes stated that Vendtech has proposed to take the space at Loyola and turn in into an amusement centre whereby they will also retain management rights over this space and consequently hire students to operate it. She asked Charlie whether Alouette would be interested in opening a video centre and keeping management rights over it and under those circumstances, signing a minimum amount of money made over to the association. Charlie replied that Alouette could enter into negotiations with CUSA with regards to this issue but that he cannot provide an answer without knowing what Vendtech has proposed.

F. Khader asked to know what other types of entertainment games could Alouette provide. Charlie replied that there is a range of variety Alouette could provide ranging from basketball games to Dart. He added that the main concern for the association is to provide games that provide the maximum amount of revenue in a certain period of time. Charlie stated that the best revenue generating machines are video and pool.

L. Grimes asked to know what the average weekly revenue is at S.G.W. and at Loyola. Charlie passed around sheets for directors to see the monthly revenue generated at both campuses. Charlie stated that 40% of the revenue is forwarded to CUSA and added that Loyola has always been lacking in nringing in revenue.

E. Kamukama asked to know if Alouette would be willing to do a marketing effort at Loyola advertising the video games at its own cost. Charlie replied that he does this now at McGill university whereby he advertises the service in the handbook and added that the reason he hasn't undertaken to do marketing at Concordia is due to not having had any feedback from previous administrations.

L. Grimes proposed a plan of action whereby both Alouette and Vendtech should submit replies to a series of ideas that will be asked of both companies and based on their replies, the association can proceed with the best bid.

The chair granted a five-minute break.

(Time: 7:00 p.m.)

The meeting resumed at 7:10 p.m.

The chair stated that it has been suggested that item 11.0 take precedence over item 4.2. There were no objections to this suggestion.

11.0 OTHER BUSINESS

M. Giles stated that with regards to the Fine Arts Faculty Council Appointments Panel, the seat for one (1) student at large still remains vacant. She added that K. Jensen who had expressed a willingness to sit on the appointments panel has stated otherwise. Marika suggested that Chris Kuilman and David Haynes be appointed to the appointments panel.

MOTION TO APPOINT C. KUILMAN AND D. HAYNES TO THE FINE ARTS APPOINTMENTS PANEL

Moved by: L. Grimes
Seconded by: P. Dalton

VOTE ON MOTION TO APPOINT C. KUILMAN AND D. HAYNES TO THE FINE ARTS APPOINTMENTS PANEL **UNANIMOUS**

M. Giles stated that for the Arts and Science Faculty Council Appointments Panel, A. Deri-Power was appointed but that the seat for a student at large remains vacant. She added that K. McMurray has proposed to her that Scott Stanislau has expressed an interest to be appointed to this committee.

MOTION TO APPOINT S. STANISLAU TO THE ARTS AND SCIENCE APPOINTMENTS PANEL

Moved by: P. Dalton
Seconded by: K. McMurray

VOTE ON MOTION TO APPOINT S. STANISLAU TO THE ARTS AND SCIENCE APPOINTMENTS PANEL **UNANIMOUS**

4.0 VENDTECH

P. Dalton stated that the representative from Vendtech has shown him his figures which are four times higher than Alouettes. He added that the main thing that should be considered should be that if a company is found that can pour some money into the space to upgrade it, agree to a contract over time and a percentage of the profits, that this criteria is sufficient for the association to enter into business with.

F. Khader stated that with Vendtech, they were offering to make the space usable and inviting to both men and women whereby they could double the revenue if they could double the amount of students who will be using the service. He added that Vendtech offered some type of scholarship program for students in addition to the revenue CUSA would be receiving. Fadi stated that the figures that Vendtech provided were estimates coming from similar size universities.

L. Nicholson asked to know why it is important for CUSA to spice up the gamesroom area if it is generating revenue, given that the association has other more important projects to contend with. G. Grenier replied that Vendtech is providing the funds to renovate the area and would do it for the association.

L. Grimes stated that she is suspicious about Vendtech and added that the sales representative from Calgary has been very demanding for CUSA to enter into a contract with them. She added that Vendtech wants a commitment from CUSA before they even do blueprints.

L. Grimes stated that she made some calls to universities out west where Vendtech has been conducting business and added that the arcade managers at these universities are pleased with the services Vendtech has provided for them. She added that the question that should be asked is whether the association wants to enter into a five-year contract with Vendtech with automatic renewal for an additional five years.

L. Grimes questioned why Vendtech is approaching CUSA and whether they have the expertise to operate the gamesroom area and questioned how realistic their figures are. She added that the positive aspect of their agreement is the possibility of Vendtech renovating the area which CUSA wishes to do but doesn't have the money to do so.

K. McMurray suggested that the possibilities discussed tonight should be explored with Alouette to ascertain whether they could provide the same plan.

L. Nicholson stated that a ten year contract is unrealistic and should be seriously considered by the Board.

P. Dalton stated that his main concern is seeing that the space be upgraded. He added that Vendtech is willing to dump the money into the space and renovate it but that they are also willing to submit to a lot of things, including a willingness to operate anonymously and allow CUSA the right to advertise the space in its name. Philip stated that CUSA has the right to voice its concern in how they wish to renovate the space, including the possibility of building a glass wall to block out the noise level interfering with the reception area. He concluded by saying that he is confident that CUSA will obtain the better end of the deal or at least as good as the company.

H. O. Cohen expressed concern over signing a contract with Vendtech and discussing the terms of the contract only after having signed it.

M. Soso stated that CUSA will dictate the terms of the contract and should be reminded that a better service for the students is required.

L. Grimes pointed out that Alouette did help CUSA last year financially during its crisis, whereby they hired some students to operate the gamesroom area.

Motion:

BE IT RESOLVED THAT the Co-Presidents proceed to attain the best deal possible and bring it back to the Board, and;

BE IT FURTHER RESOLVED THAT to facilitate this end, all directors are invited to submit their list of twenty-five (25) points that they would like to see in the contract by Monday evening.

Moved by: P. Dalton
Seconded by: K. McMurray

VOTE ON MOTION **UNANIMOUS**

6.0 Handbook

L. Grimes stated that the handbook is at the printshop and that $7, 000 was forwarded to the printers to process the handbooks.

7.0 Finances

L. Grimes stated that the bank has assured her that one-third of the missing cheques required for the '91-'92 audit will be arriving on Monday.

8.0 Orientation

M. Soso stated that a mailout is in the process to all undergraduate students.

K. McMurray stated that more input is required from directors in order to speed up the process of completing the mailout.

M. Soso stated that she is working on obtaining all the permits required for Orientation.

9.0 Clubs and Associations

P. Dalton stated that there was a meeting last night for clubs and associations and added that executives from ten (10) groups attended. He added that there are three (3) more meetings and that the User's Manual will be ready in the next few weeks.

10.0 CUSA Centre Inc.

P. Dalton stated that the tenders will be in in three (3) weeks and that construction will begin in late September. He added that by the end of December the project should be completed, in time to open for January 1994. Philip stated

that a few issues remain to be resolved, mainly the video game space which is designated to be downstairs and is not particularly attractive. He stated that this area may be more suitable for a smaller, cozier lounge.

L. Grimes stated that the Marriots contract has been renewed for another five years and that the possibility remains for CUSA to retain the games room area on the seventh floor of the Hall building. She added that CUSA should put in a bid to keep that space, particularly the gamesroom which is perfect for a video space in the Hall building.

K. McMurray asked to know if it is possible for the association to retain the Mugshots area once the move to the Mezzanine takes place. He added that this space would be suitable for clubs and associations whereby cubicles could easily be installed to accommodate as many clubs as CUSA can.

10. ANNOUNCEMENTS

L. Grimes stated that on August 24th, there will be a memorial service and urged directors to attend along with the executives. She added that it will take place in H-110 at 10:00 a.m.

L. Grimes asked directors to assist her in cleaning up the office space at Loyola which is due to open in September.

12.0 ADJOURNMENT

MOTION TO ADJOURN

Moved by: L. Nicholson
Seconded by: K. McMurray

VOTE ON MOTION TO ADJOURN **UNANIMOUS**

This meeting was adjourned at 8:00 p.m.

D. Leibu, Chairperson

H. Danakas, Secretary